

LinkedIn: <https://ca.linkedin.com/pub/kenneth-mortimer-corey/15/271/a46>

Twitter: <https://twitter.com/Coreyracing>

Facebook: <https://www.facebook.com/coreyracing>

1680 56th Street Suite 222

Delta, BC V4L 2L6

Mobile Phone 604 788-2725

Email coreyracing@hotmail.com

Career Profile

A senior Sales & Marketing professional with over 25 years experience in the leadership and communication industry. A team leader committed to the consistent learning curve of the modern high-tech age of business communications. A creative problem solver with innovative approaches to building sales channels, creating, and implementing marketing strategies, and most importantly building team morale through leading by example.

Education

G.E.D. Delta Secondary School, Hamilton Ont. 1981

Canadian Armed Forces - Princess Patricia's Canadian Light Infantry - 1981 to 1986

- Section Commander Leadership Training.
- Special Service Force Advanced Reconnaissance Training, Panama City
- Jungle School, Advanced Hand to Hand Combat Training, Panama City
- Airborne Jump Training, Edmonton, Albt.
- Honorable Discharge, rank of Master Corporal

Business Management & Marketing – Mohawk College, Hamilton, Ont. 1986-87

Career History

Mar 2022-Present – Sales Manager Channel, Synoptek / Teams Plus

- Synoptek is a Global full-stack MSP. I operated in the RTC Practice recently named Teams Plus as the key Channel manager. Successfully engaged, signed, and managed new and existing White Label and Agent level MSP partnerships. The Teams Plus private network is integrated into Microsoft for UCaaS and Five9 for CCaaS for the delivery of corporate RTC services. Qualified in Microsoft RTC and Triple Crown Certified in Five9.

Oct 2015-Mar 2022 – Director of Business Development and Voice Product Manager, Skyway West

- Skyway West is a Vancouver based ISP offering business High-Speed Internet services across Canada. My core role was to manage a small sales team of 3 and to negotiate and add a voice service to Skyways primary Internet offerings. My work at Skyway Sweet UC powered by Ribbon's Kandy UC can be found at www.skywayuc.com

Feb 2013-May 2015 – Director Sales Western Canada, Epik Networks Inc.

- Epik is a hosted VOIP & Internet service provider. During my tenure I developed and managed the BC sales team, agent base and wholesale sales. As an independent, was exclusively recognized as top sales producer for 2013 and 2014. Continuous to that, as a region, maintained equal numbers as the Toronto team with significantly less resources. Developed and managed building owner relationships and completed fibre access agreements to service MTU.

June 2009-Oct 2012 – President, Amber Alert GPS Canada Inc.

- Founder. Family Communication Safety System utilizing advanced mobile technologies combined with online and mobile control point applications. Secured national network contracts with Rogers Data Alliance, hardware agreements and nationwide distribution agreements.

1999-2008 – Vice President Sales & Marketing, Net-coneX Technologies Inc.

- Founder, board member, and major shareholder. Developed and successfully marketed an advanced communication software platform. Raised over 1.8 Million in equity investment financing. Built an building centric Internet Service Provider servicing business communications to users throughout the BC markets and sold this division to Epik Networks in August 2005. Re-invested the capital to further the development of the Network Management System Software **WARP OSS** holding 8 patents in Canada and the United States.

1997-2004 – President, CanCom Alliance Communication Consultants Inc.

- Founder and primary shareholder. Successful high-tech brokerage firm, servicing over 500 SME / large enterprise businesses in the greater Vancouver area including Angiotech, RSVP Customer Care Centers, Pacific Press / Vancouver Sun and Regus International.

1995-1997 – Director of Marketing, Altel Network Services, Vancouver, BC

- AT&T Canada direct commercial sales agency. Founded Altel Communication Consulting Group and introduced a modern sales approach to the ever-competitive long distance market. Managed and directed a sales and administration team of 12 and developed a proprietary sales system.

1987-1995 The MicroBiz Corporation www.microbiz.com, Upper Saddle River, NJ

1993-1995 – VP Sales / Executive Director, Classic Software Systems Inc. Oakville, Ont.

- Brought the national distribution rights for MicroBiz POS Software / Hardware. Developed, trained & maintained 3 regional distributors and 48 dealers across Canada. Developed major account business in Toronto to pass business through to dealer base. Created "How to Computerize your Business" seminars. Then traveled through all the major markets across Canada teaching and training dealer & distribution channels selling to retail SME.

1990-1993 – Director of Canadian Sales, The MicroBiz Corporation, Upper Saddle River, NJ

- Managed the development and modification of all MicroBiz POS software to conform to the Canadian business market. Took over charge of the successful development and training of both distributor and dealer bases across Canada.

Specialized Training & Knowledge



- Dale Carnegie Advanced Sales Training, Patterson NJ 1991
- 13 Principals to Success (Napoleon Hill, Think & Grow Rich Seminar Format)
 - Advanced Level, qualified to instruct - Toronto, Ont. 1994
- Speaker Tour - Toastmasters International, Kenneth M. Corey ATM

Metro-Area Connectivity / Communication Routing Qualifications

- All levels including but not limited to – POTs, PRI, Centrex, HFC, OPX, ADSL, XDSL
- IP Ethernet
 - Fibre
 - Licensed / Unlicensed Frequency Wireless Radio, P2P & P2MP
 - Meshed / P2P Optical Laser
- Switching & Routing
 - Created Net-coneX NetCellerator, also have a full and complete understanding with every competitor including, Cisco, Nortel, Lucent, Alcatel, Extreme, Riverstone, Juniper ect.
- Network Management, Monitoring & Provisioning
 - Created Net-coneX WARP OSS, also have a full and complete Understanding with every competitor including HP OpenView & Dorado

Internet Related Qualifications

- All related connectivity applications, Web Site Development, Hosting, Co-location Services
- Managed Security Services, VPN Layer 2 & 3 – 256k encryption, Layer 7 Filtering, Packet Analyzer, Policy Management
- E-Commerce, Application Service Provider models, Ect.
- IP Video Conferencing, Voice Over IP, Wireless Broadband

Interests & Activities

Athletic Accomplishments:

- Burlington Braves Football Club (CJFL) 1980-82
- Glanbrook Rangers Hockey Club (Jr. B) 1979-82
- Track & Field OFSA 1981 100 Meter - finished 3rd Ontario Provincials, Nationally Ranked 5th
- Member Delta Waterpolo Team - Ontario Champs 1980
- Delta High School Co-Athlete of the Year 1981

Passions:

- My family, My faith in God, My work
- Exotic Cars and Racing
- Boat Owner

References Available on Request.